

Ventech took the lead on User Acceptance Testing and also supported the Sterling training team. Ventech has made several process improvement recommendations for ongoing maintenance of the product. Sterling's project team's support and assistance was a big factor for Ventech's successful deliverables. A professional services sterlite commented "I'm impressed; in a very short time Ventech understood the end to end requirements and critical areas of the system and uncovered defects".

**The Success** | Ventech partnered with Sterling using its 3O™ engagement model which resulted in 45% of cost savings on the testing efforts. Ventech's CMMI Level 5 based testing methods and domain expertise was a key success factor for the end to end verification cycle a seamless process for Sterling. Sterling's "Global Product Configurator" (GPC) was successfully implemented fulfilling the intended needs of the business scope. Sterling expects to see an workforce productivity improvement of 30% in the next three years using GPC.



45% Cost Savings  
30% Work force  
productivity



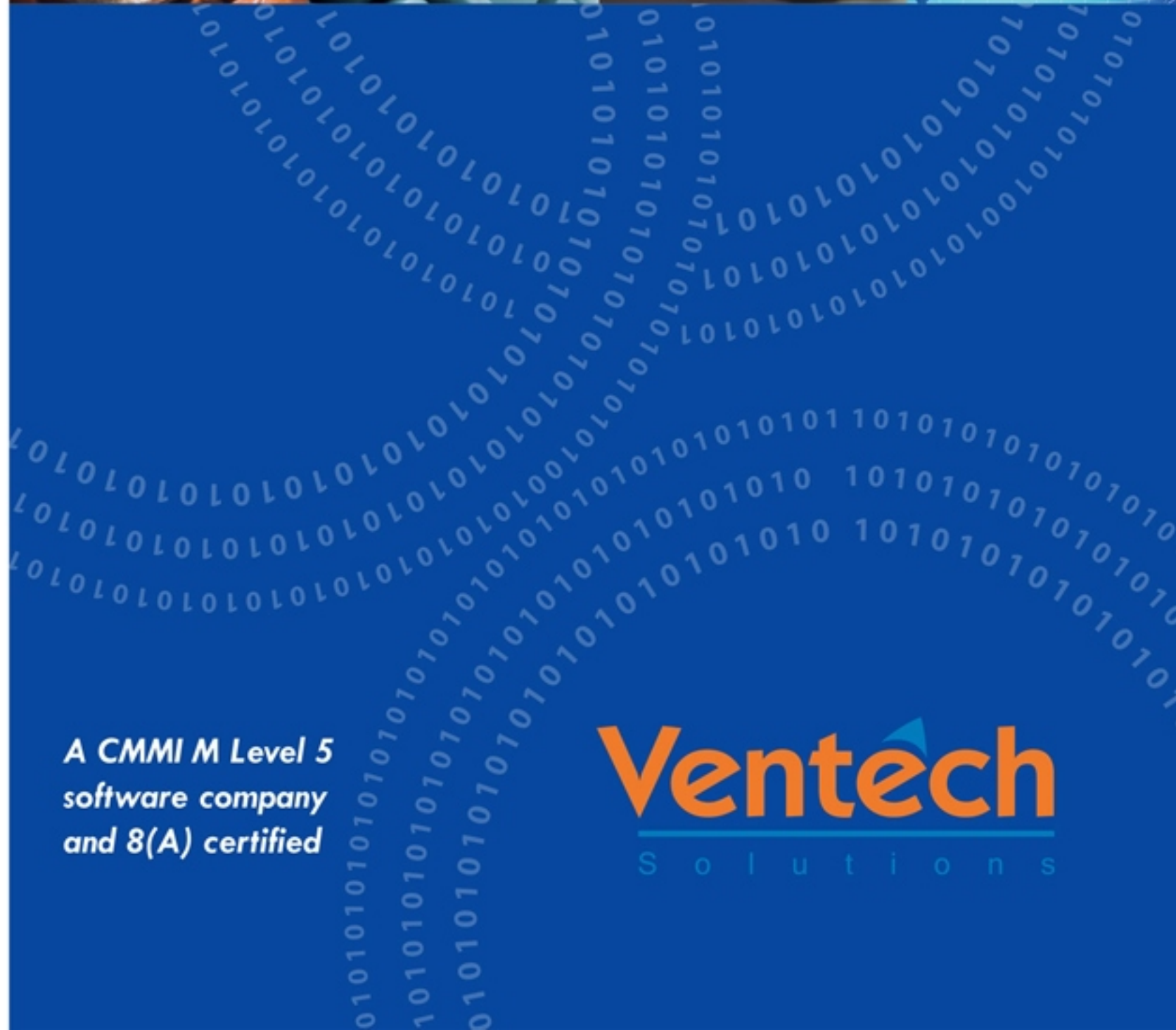
**About Ventech** | Ventech Solutions, headquartered in Columbus Ohio, is a CMMI Maturity Level 5, SBA 8(A) , MBE, EDGE certified global IT Business and Consulting organization to Global 2000 companies, Government agencies and Private companies. Our passion is to be a leader in providing end-to-end technology offerings with super high quality services globally.



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# Quality Assurance

A Success Story



A CMMI M Level 5  
software company  
and 8(A) certified



# Honesty....Experience...Competence

**The Company |** Sterling Commerce a global leader in integration solutions and business applications provides innovative solutions to process integration challenges between companies and their customers, partners, and suppliers to achieve higher levels of performance. Sterling's Multi Channel Selling and Fulfillment solution orchestrates and streamlines the complete lifecycle of Order and Supply Chain execution for the customer to empower their businesses. The company has more than 30,000 customers globally using its various array of solutions.

*A global company with more than 30,000 customers*



**The Need |** Sterling's "Global Product Configurator"(GPC) serves as a single and central source of information for enabling standardized configuration on its products with consistent product management from "Leads to Proposals" including cross product line bundle solutions. With products contributing significant revenue to the company, Sterling recognized that a major success factor for engaging and implementing GPC in the sales organization would depend upon the quality of the application. The product will be in use by thousands of Sterling associates on a daily basis with 50% users through remote and mobile connectivity.

*Increase in sales organization through standardized configuration*

**The Solution |** Sterling decided to outsource Quality Assurance and testing efforts to an independent organization that would verify the product end to end encompassing the applications lifecycle for a comprehensive testing solution. Sterling needed a partner to work closely with them in order to successfully complete this project. Sterling knew what they wanted from their testing partner and after carefully vetting various partners, Sterling chose Ventech. Ventech's engagement started with a custom design of a test strategy process that needed to be exercised at sterling. Ventech utilized HP Quality Center to establish testing requirements and to control the complete lifecycle of testing and defect management. Various components of the system from multiple IT group's had to be integrated and verified.

*"Ventech has offered an excellent approach and overall value. We were just smart enough to recognize it and align with the partner who will help us be successful"*  
– Marina Shabin,  
**Chief Information Officer,  
Sterling Commerce.**

Ventech identified the system break points and suggested ways to improve the performance of the system response to its remote and mobile users, through performance testing.

Ventech proactively planned and executed a rigorous functional testing on every component of the product to identify defects and reported possible causes of the non conformance along with the defects.

